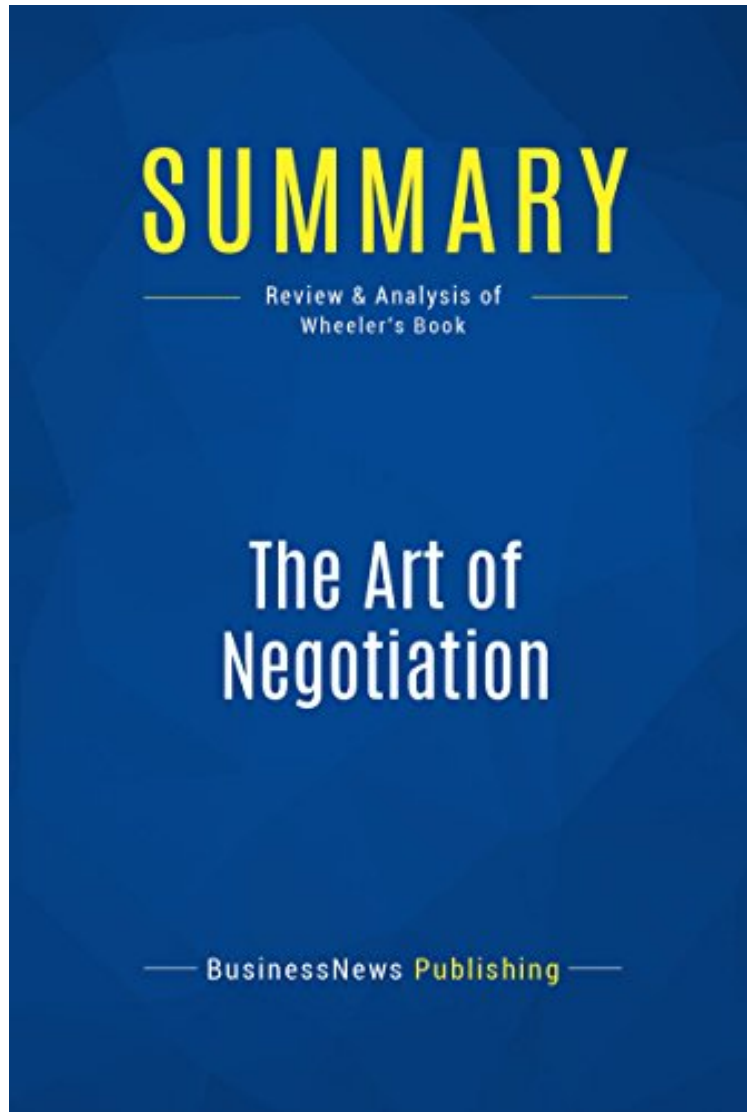


[E-BOOK] Summary: The Art of Negotiation: Review and Analysis of Wheeler's Book

## Summary: The Art of Negotiation: Review and Analysis of Wheeler's Book

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The must-read summary of Michael Wheeler's book: "The Art of Negotiation: How to Improvise Agreement in a

Chaotic World". This complete summary of the ideas from Michael Wheeler's book "The Art of Negotiation" explains that negotiations rarely go as planned. With that in mind, the cornerstone of good negotiation strategy is to find ways to manage uncertainty. This summary points out that the faster you go through the learn, adapt and influence cycle, the better you will be as a negotiator. Added-value of this summary:

- Save time
- Understand key concepts
- Expand your knowledge

To learn more, read "The Art of Negotiation" and find out how you can adapt to every negotiation situation and get what you want.